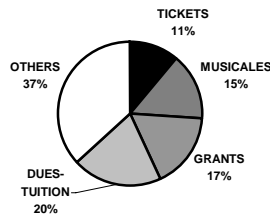


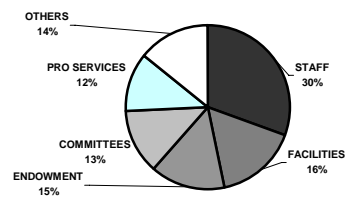
How Concert Singers of Cary Raises and Spends Money

Fiscal Year 2007

Income—\$103,500



Expenditures—\$103,500



Grants 17% of budget—\$17,500

We are currently supported in part by grants from The Town of Cary, United Arts Council of Raleigh and Wake County, and the Lazy Daze Committee. Grants are written between November and March.

Musicales...à la Carte fundraiser 15% of budget—\$15,250

Our major annual fundraiser (in April) currently supports our endowment fund. Musicales events are held at host homes over two weekends. Hosts donate dinner or refreshments. Volunteers provide entertainment. We also solicit contributors and business supporters for the “menu” program. Last year we sold 85 tickets at 4 musicale events and had 34 contributors. Fundraising efficiency is 58%.

Ticket sales 11% of budget—\$11,400

This covers four adult concerts and two by Cary Junior Concert Choir.

Children’s tuition 10% of budget—\$10,700

Our children’s choirs are supported by tuition: C4 students at \$100 per semester, CJCC-ers at \$250 per year.

Dues 9% of budget—\$9,700

Singer membership dues paid annually. This represents 162 dues paying members.

Donated space 8% of budget—\$8,885

Most of this space is provided by the Town of Cary for rehearsals and meetings. We also receive free space for C4 programs at Greenwood Forest Baptist Church.

Pledges and matches.... 8% of budget—\$7,950

In October and April we solicit individual gifts and company matches. The average pledge last year was \$93. Fundraising efficiency is 95%.

Sales 7% of budget—\$7,600

We sell CD recordings, advertising in our concert programs, and items with the CSC logo.

Music Reimbursement. 7% of budget—\$7,000

Singers pay for their music.

Everything Else..... 3% of budget—\$2,400

This includes scholarship fund donations, sales tax refunds, and other miscellaneous income.

Staff.....31% of budget—\$31,704

Our current staff includes the Artistic Director (\$8,300), Executive Director (\$5,565), two music directors for the children’s choirs (\$8,420 total) and three accompanists (\$9,634 total). For the three choirs, we typically pay music staff a total of \$572 per week.

Use of Facilities.....16% of budget—\$16,600

This covers rehearsal space (largely donated) and use of facilities for performances. We pay an average of \$775 per facility for performances.

To endowment13% of budget—\$13,050

This is the net contribution to our endowment fund from our Musicales fundraiser. This year’s expected contribution should bring our fund to \$96,000.

Prof. l. services12% of budget—\$11,925

We pay for instrumental artists (\$8,000), auditing (\$1,600), and recording engineering, among others.

Committees11% of budget—\$12,641

This is the total of committee budgets for printing (\$6,564), postage (\$2,871), and supplies. The major committees are Publicity, Member Recruitment, children’s choirs, Member Services. This line item also includes the printing cost of our concert programs.

Advertising.....4% of budget—\$4,000

This includes all forms of paid advertising but does not include postcards, flyers, etc. Last year we spent an average of \$3.13 per concert attendee in promotion.

Sheet music7% of budget—\$7,400

This includes sheet music for singers in adult and children’s choirs, and rentals for instrumentalists.

Cash reserves.....2% of budget—\$2,000

We set aside a percentage of income each year to add to a cash reserve fund. The industry-recommended percentage is 5%. Reserves currently total over \$14,000.

Miscellaneous small items

- Transfers to scholarship fund investments (1%, \$1,200)*
- Musicales fundraiser expenses (2%, \$2,200)*
- Storage facility lease..... (2%, \$1,640)*
- Utilities (phone, web site, bank card)..... (1%, \$1,050)*
- Royalties, taxes, insurance (1%, \$700)*
- Miscellaneous expenses..... (1%, \$800)*